



# Commercial & Industrial Programs

*For NH Natural Gas Customers*

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# C&I Natural Gas Agenda

- Small Business Program
- Large Business Program
- Program Offerings
- Forms
- Resources



# **C&I Natural Gas- Small Business Program**



# C&I Natural Gas- Small Business Program

**Small business-** 40,000 Therms or less of natural gas annually

**Represents-** 97% of NH Utilities C&I accounts

- **Small Business Energy Solutions Program.** Small businesses are the backbone of the state's charm and economic development. This retrofit and new equipment & construction initiative offers technical expertise and incentives to small business customers who lack the dedicated staff, time, or resources to address energy costs. This program allows small business owners to achieve energy savings while continuing to invest their time and resources in the business market they're operating in, customer service, and innovation.

# C&I Natural Gas- Small Business Program

## Program Budget (\*pending PUC approval)

	2021	2022	2023	2021-2023
Program Budget	\$2,170,666	\$2,490,353	\$3,149,503	\$7,810,522
Annual MMBtu Savings	34,139	38,422	43,814	116,374
LifetimeMMBtu Savings	574,869	647,631	738,300	1,960,797
No. of Participants	1,211	1,287	1,383	3,881
Note: MMBtu = million British thermal units				

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<b>Note:</b> kWh = kilowatt hours, kW = kilowatts, and MMBtu = million British thermal units.				





# **C&I Natural Gas- Large Business Program**

# C&I Natural Gas- Large Business Program

**Large business-** Greater than 40,000 Therms of natural gas annually

**Represents-** 3% of NH Utilities C&I accounts

- **Large Business Energy Solutions (Retrofit and New Equipment & Construction) Program.** The program offers technical services and incentives to assist large C&I customers who are retrofitting existing facilities or equipment, adding or replacing equipment that is at the end of its useful life, or constructing new facilities or additions.



# C&I Natural Gas- Large Business Program

## Program Budget (\*pending PUC approval)

	2021	2022	2023	2021-2023
Program Budget	\$2,685,689	\$3,334,466	\$4,140,522	\$10,160,707
Annual MMBtu Savings	95,778	3112,738	133,548	342,064
Lifetime MMBtu Savings	1,195,081	1,443,530	1,707,340	4,345,950
No. of Participants	291	385	435	1,110
Note: MMBtu = million British thermal units				



# **C&I Natural Gas- Program Offerings**

# C&I Natural Gas- Program Offerings

## New Equipment & Construction

Incentives Up to 75% of Incremental Costs

- New buildings where equipment is being installed for first time, **(or)**
- Existing equipment has reached end of useful life and is being replaced

## Retrofit

Incentives Up to 50% of Project Costs

- Altering or modification of existing equipment, **(or)**
- Current equipment is still functioning properly but could be made more efficient

## Technical Assistance

50% up to \$7,500\*

- When necessary to quantify energy savings of project as part of an engineering study
- Must be pre-approved by Liberty/Unitil and completed by an EE professional.

*\*Eligible for up to \$10,000 if customer gets two quotes for audit*



# C&I Natural Gas- Direct Install Initiative

- **FREE**, no obligation, on-site energy assessment
- Technicians will install equipment and guarantee all work

Category	Measures	Rebate
Advanced Controls	Programmable Thermostats	100%
	Smart Thermostats	50%
	Wireless Building Controls	50%
	Boiler Reset Controls	50%
	Demand Circulators	50%
Air Sealing & Insulation	Air Sealing	50%
	Building Insulation	50%
	Pipe & Duct Insulation	50%
Water Efficiency	Pre-Rinse Spray Valves	100%
	Showerheads	100%
	Faucet Aerators	100%
	Salon Valves	100%



# C&I Natural Gas- Heating Equipment\*

Online Forms  
Available via  
NHSaves.com

Category	Details	Rebate
Condensing Boilers	Up to 300 MBH, AFUE > 90%	\$1,000
	Up to 300 MBH, AFUE > 95%	\$1,500
	301 to 499 MBH, AFUE > 90%	\$2,000
	500 to 999 MBH, AFUE > 90%	\$4,000
	1,000 to 1,700 MBH, AFUE > 90%	\$7,500
	1,701 to 2,000 MBH, AFUE > 90%	\$10,000
Furnaces w/ECM	AFUE > 95%	\$300
	AFUE > 97%	\$450
Condensing Boilers w/On-Demand DHW	AFUE > 90%	\$1,000
	AFUE > 95%	\$1,500
Condensing Unit Heaters	AFUE > 90%	\$750
Infrared Heaters	Low Intensity Rating, All Sizes	\$750
Thermostats	Programmable	Up to \$25
Steam Traps		\$50
Boiler Reset Controls	After Market	\$225

# C&I Natural Gas- Kitchen Equipment

Online Forms  
Available via  
NHSaves.com

Category	Rebate
Combination Ovens	\$1,000
Conveyor Ovens	\$1,000
Rack Ovens	\$1,000
Fryers	\$1,000
Convection Ovens	\$1,000
Steamers	\$1,000
Griddles	\$500
Pre-Rinse Spray Valves	\$50



*\*Commercial high efficiency natural gas kitchen equipment discounted directly at NH equipment distributors.*

*\*Customers can submit a rebate application if they did not receive a point-of-sale discount.*



# C&I Natural Gas- Multifamily

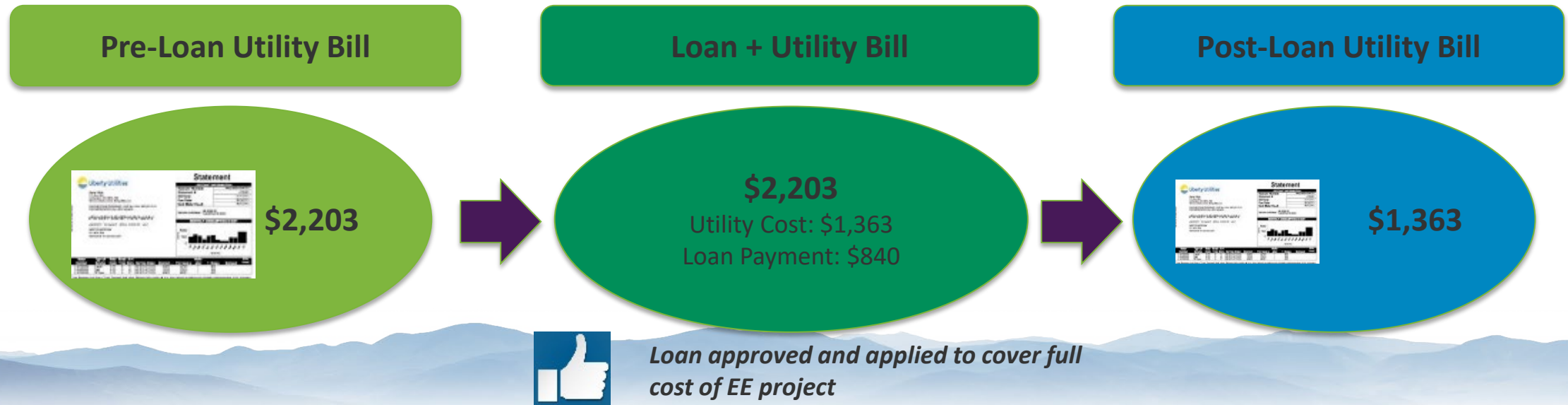
Commercially Metered  
(or)  
Residential Metered 5+ Unit  
Buildings

- Space heating and water heating systems
- Steam system upgrades
- Building insulation and air sealing
- Thermostats and water saving devices



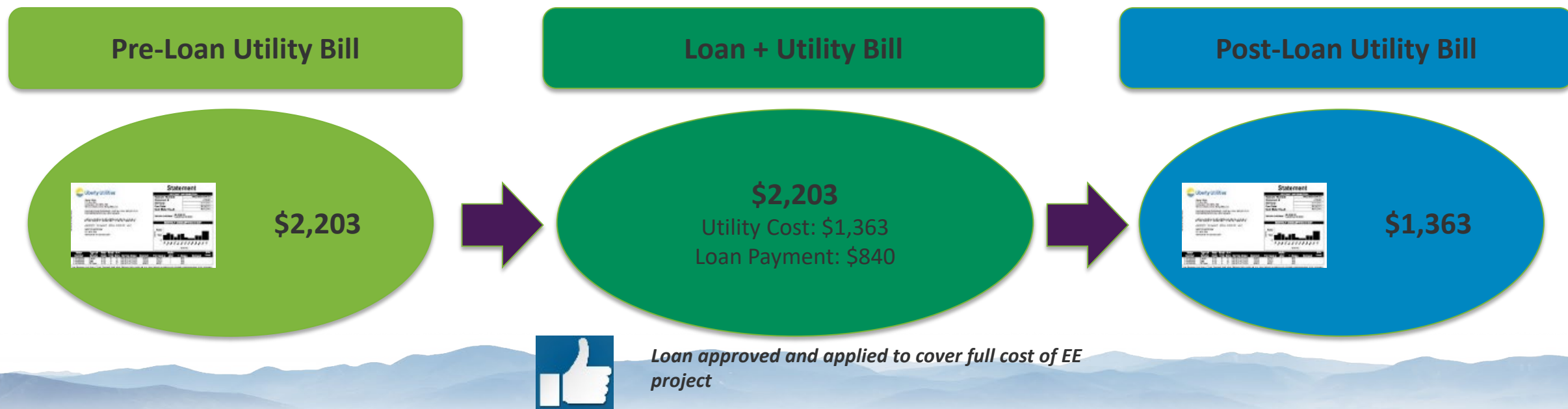
# Liberty Natural Gas- Commercial On-Bill Financing

- Available for qualifying energy efficiency projects
- Up to \$50,000 loan per qualifying project
  - Maximum \$150,000 loan per customer, per year
- 0% Interest with Terms up to 5 years (based on payback)



# Unitil Natural Gas- Commercial On-Bill Financing

- Available for qualifying energy efficiency projects
- Up to \$15,000 loan per qualifying project
- 0% Interest with Terms up to 3 years





# Custom Project - Essential Details

## RETROFIT CUSTOM INCENTIVE WORKSHEET

For approved and qualified projects not covered by prescriptive Incentives.

### PROJECT DESCRIPTION

Energy Efficiency Measure:

ex: Replacing two Air Compressors/receiver with new compressors

Existing Equipment or System

ex: two 21 yr old 75 hp fix speed Air Compressors, 400 gallon receiver

Proposed Energy Efficient Equipment/Measures

ex: two new 75 hp VFD Air Compressors, 1060 gallon receiver

Total Energy Efficiency Cost

\$

Project Type:

☐ Electric Only

☐ Gas Only

☐ Dual Fuels

Additional Info: \_\_\_\_\_

### PROJECT COSTS AND INCENTIVES

Energy Efficiency Project Material

\$

Estimated Incentive\*

\$

Energy Efficiency Project Labor

\$

Incentive\* 35%

\$

Energy Efficiency Project TOTAL

\$

Incentive\* 1 Yr

\$

Benefit Cost =

\* Incentive shall not exceed 35% of the project cost or buy down to 1 year pay-back.  
Incentive is calculated by Utility Representative. Customer Caps may apply.

- Project Scope of Work/Measure Description
- Total Cost Quote
- Energy Savings Calculations (Utility can help here!)

### ENERGY AND OTHER SAVINGS

#### Annual kWh Savings

	Peak kWh (6AM-10PM, M-F)	Off-Peak kWh (10PM-6AM, M-F, plus weekends & holidays)
Summer (kWh or %)		
Winter (kWh or %)		
TOTAL Annual kWh Savings		

#### Annual Gas Fuel Savings

Seasonal Heating		Therms
Domestic Hot Water		Therms
Other		Therms
Other Explanation		

#### kW Demand Savings

	Min	Avg	Max
Summer (kW)			
Winter (kW)			
kW Savings (5-7PM, M-F, less holidays)			
	Dec	Jan	
kW Savings (1-5 PM, M-F, less holidays)			
	Jun	Jul	Aug

#### Annual "Other" Savings

Oil		Gallons
LP		Gallons
Kerosene		Gallons
Wood		Cords
Pellets		Tons
Water		Gallons
Sewer		Gallons
Other Annual \$	\$	Annual \$
Other One Time \$	\$	One Time \$



# **Unitil and Liberty Natural Gas- 2021 Equipment Rebate Forms**



# 2021 NEW HAMPSHIRE HIGH-EFFICIENCY NATURAL GAS EQUIPMENT REBATES

## HEATING EQUIPMENT

CONDENSING BOILERS	RATING	REBATE
1701 to 2000 MBH	90% Thermal Efficiency or greater	<b>\$10,000</b>
1000 to 1700 MBH	90% Thermal Efficiency or greater	<b>\$7,500</b>
500 to 999 MBH	90% Thermal Efficiency or greater	<b>\$4,000</b>
301 to 499 MBH	90% Thermal Efficiency or greater	<b>\$2,000</b>
Up to 300 MBH	95% AFUE* or greater	<b>\$1,500</b>
Up to 300 MBH	90% AFUE* or greater	<b>\$1,000</b>

FURNACE	RATING	REBATE
Up to 150 MBH	97% AFUE* or greater & ECM motor	<b>\$450</b>
Up to 150 MBH	95% AFUE* or greater & ECM motor	<b>\$300</b>

INFRARED HEATERS	RATING	REBATE
All Sizes	Low Intensity	<b>\$750</b>

BOILER/WATER HEATER	RATING	REBATE
Integrated Condensing with On-Demand Hot Water	95% AFUE* or greater	<b>\$1,500</b>
	90% AFUE* or greater	<b>\$1,000</b>

*Must be considered one unit by manufacturer.*

CONDENSING UNIT HEATER	RATING	REBATE
Up to 300 MBH	90% Thermal Efficiency or greater	<b>\$750</b>

## CONTROLS AND STEAM TRAPS

	REBATE
AFTERMARKET BOILER RESET CONTROLS	<b>\$225</b>
STEAM TRAPS	<b>\$50</b>

	REBATE
PROGRAMMABLE THERMOSTAT (NEW ONLY)	<b>up to \$25</b>

\*AFUE = Annual Fuel Utilization Efficiency, MBH levels are based on the unit's input.  
Equipment must meet program guidelines. Rebates are given on a per-unit basis not to exceed purchase price.

A list of qualifying heating equipment is available at [ahridirectory.org](http://ahridirectory.org) | (866) 716-9334

## MEASURE INFORMATION — HEATING EQUIPMENT

TYPE OF EQUIPMENT	DATE INSTALLED	MANUFACTURER	MODEL NUMBER	RATING (thermal efficiency, AFUE or energy factor)	MBH INPUT SIZE	INSTALLED COST	*QTY INSTALLED	*REBATE AMOUNT
<b>Condensing Boiler</b> 1701 to 2000 MBH 90% Thermal Efficiency or greater <b>\$10,000</b>								\$0
<b>Condensing Boiler</b> 1000 to 1700 MBH 90% Thermal Efficiency or greater <b>\$7,500</b>								\$0
<b>Condensing Boiler</b> 500 to 999 MBH 90% Thermal Efficiency or greater <b>\$4,000</b>								\$0
<b>Condensing Boiler</b> 301 to 499 MBH 90% Thermal Efficiency or greater <b>\$2,000</b>								\$0
<b>Condensing Boiler</b> up to 300 MBH 95% AFUE* or greater <b>\$1,500</b>								\$0
<b>Condensing Boiler</b> up to 300 MBH 90% AFUE* or greater <b>\$1,000</b>								\$0
<b>ECM Furnace</b> up to 150 MBH 97% AFUE* or greater & ECM Motor <b>\$450</b>								\$0
<b>ECM Furnace</b> up to 150 MBH 95% AFUE* or greater & ECM Motor <b>\$300</b>								\$0
<b>Condensing Unit Heater</b> <b>\$750</b>								\$0
<b>Infrared Heater</b> <b>\$750</b>								\$0
<b>Integrated Condensing Boiler/Water Heater with On-Demand Hot Water</b> Minimum AFUE* Rating of 95% <b>\$1,500</b>								\$0
<b>Integrated Condensing Boiler/Water Heater with On-Demand Hot Water</b> Minimum AFUE* Rating of 90% <b>\$1,000</b>								\$0

\*Projects that are expected to exceed ten pieces of qualifying equipment and/or \$25,000 in rebates will require pre-approval from your gas company.

## MEASURE INFORMATION — OTHER EQUIPMENT

TYPE OF EQUIPMENT	DATE INSTALLED	MANUFACTURER	MODEL NUMBER	SIZE OF UNIT CONTROLLED (BTU)	INSTALLED COST	*QTY INSTALLED	*REBATE AMOUNT
<b>Aftermarket Boiler Reset Controls</b> <b>\$225</b>							\$0
<b>Steam Traps</b> <b>\$50</b>							\$0

\*Projects that are expected to exceed 50 steam traps will require pre-approval from your gas company.





# **Unitil and Liberty Natural Gas- Resources**

# C&I Natural Gas- Contacts

## NATURAL GAS

## Commercial/Industrial Programs and Incentives

For energy efficiency inquiries, or to get started with your application, please **contact us** at:



**Program Administrator:** Bob Reals

**E-mail:** [Bob.Reals@libertyutilities.com](mailto:Bob.Reals@libertyutilities.com)

**Implementation Contractor:** RISE Engineering

**E-mail:** [LibertyNH@RISEengineering.com](mailto:LibertyNH@RISEengineering.com)

**Phone:** 1-603-595-2304



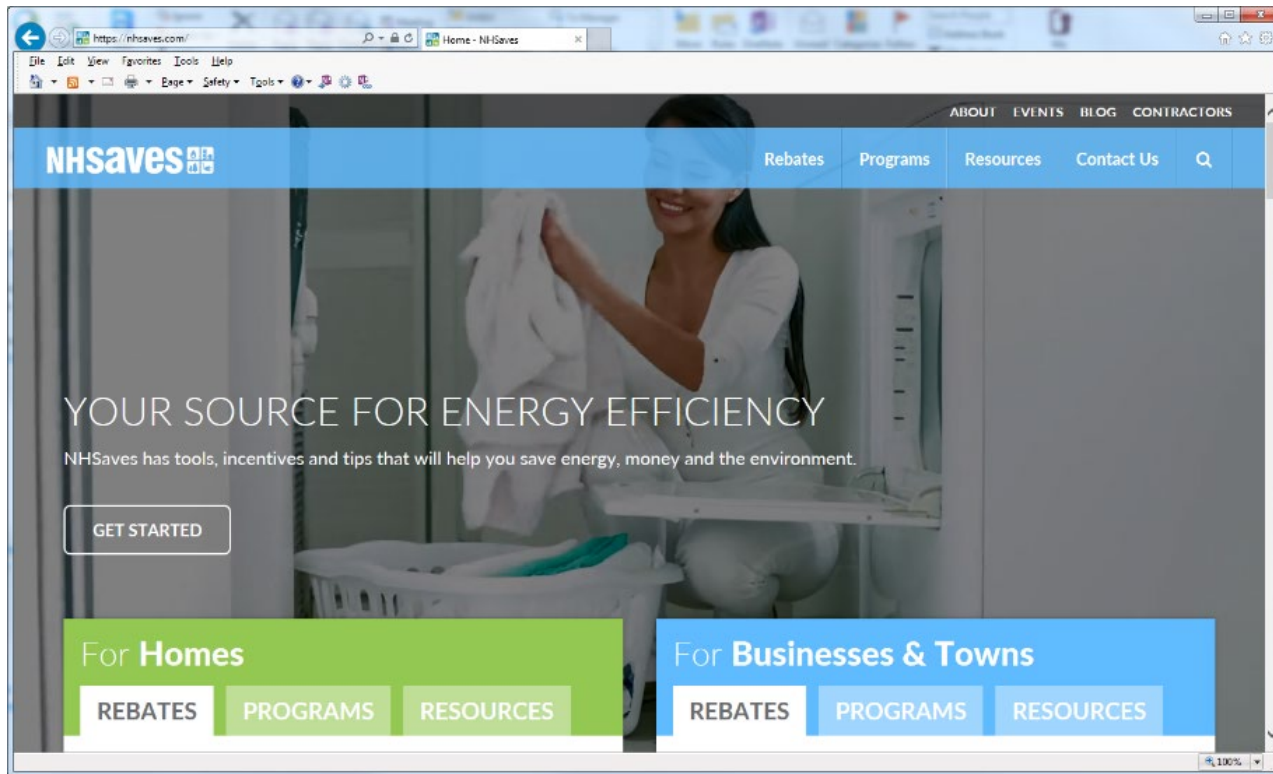
**Program Administrator:** Joe Van Gombos

**E-mail:** [vangombos@unitil.com](mailto:vangombos@unitil.com)

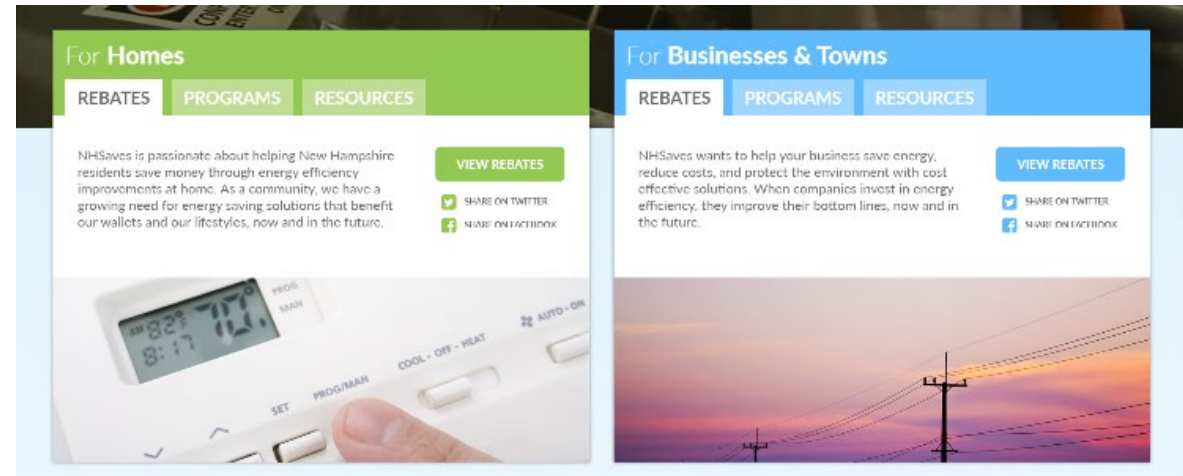
**Phone:** 603-294-5023



# NHSaves.com



- Program Information
- Online store
- Education materials
- Videos/blog
- Project case studies







**THANK YOU**